

ANIL PUJARA

GENERAL MANAGER & OPERATIONS DIRECTOR EXECUTIVE

(323) 332-8217

ap@anilpujara.com

www.anilpujara.com

in/AnilPujara 5000+ Contacts

FB @PujaraInc 8000+ Contacts

EXECUTIVE SUMMARY

At the beginning of my career, I developed software for email and text marketing used primarily for music and event promotions. Since then, I climbed the ranks from freelance web and graphic designer, to online promotions guru, special events director, restaurant consultant and finally General Manager. Over 15 years experience in hospitality with a strong marketing background, I have a proven track record of generating revenue, problem solving skills, managing and training teams of employees, and being a successful operator.

EXPERTISE

REVENUE GENERATOR
PROMOTER RELATIONSHIPS
TEAM MOTIVATOR & LEADER
CATERING UPSSELL STRATEGIES

CONSULTATIVE SALES STYLE
NETWORKING CATALYST
TECHNOLOGY ENTHUSIAST
PROCESS ORIENTED

FEATURED CLIENT LIST



EXPERIENCE

Station1640, Tokio Los Angeles — General Manager

JUL 2018 - AUG 2021

Full venue management including food & beverage programs, weekly programming, promoter relationships, special event bookings, production/catering, hiring/managing staff, accounting, POS and budgeting, venue remodel, A/V and technology upgrades.

- Increased from 1.1M to 5M in Annual Gross (5x increase over 3 years)
- Executed transition from previous concept (Couture) to new concept.
- Increased days open to 7 nights a week + brunch on weekends + happy hour programming during the week.

18+ YEARS EXPERIENCE

WORKED WITH 100+ VENUES, ARTISTS & PROMOTERS

INCREASED AVERAGE ANNUAL GROSS SALES BY 5X OVER 3 YEARS.

PRODUCED AN AVERAGE OF 12 EVENTS PER WEEK OVER THE LAST 3 YEARS

MANAGED EVENTS WITH TEAMS OF 100+ STAFF, PROMOTERS & TALENT

SKILLS

Management
Venue Management
Staff Training
POS Configurations
Audio/Video Technology
Promoter Relationships
Reservation & Ticketing
Talent Bookings
Special Event Permitting
Corporate Events
VIP Services

Production
Audio/Video Technology
Sound & Staging
Lighting & Effects
Party Rentals
Bar Supplies

Sales & Marketing
Catering Proposals
Special Event Bookings
Experiential Activation
Event Landing Pages
Corporate Holiday Parties
Online Reservations

Raja Kumari, Sony Music India — Business Manager, Talent Development

MAR 2017 - JAN 2018

Raja Kumari is now a world renown award winning, Grammy nominated singer/songwriter and rapper from Los Angeles.

- Executed distribution and marketing behind first record “The Come Up” with 3 Release events in the U.S. and 6 city tour in India. Artist social media grew from 3K followers to 270K within 90 days. Currently 1M+
- Negotiated contract for management, publishing and distribution through Sony Music India for collaboration with India’s hip-hop icon and original, Divine. Released “City Slums” which currently has over 50+ million views.
- Managed 18-city tour including 2 stadium shows at Wembley in London and MetLife Stadium in New York.

Nightlife In L.A. Agency — Founder, Managing Director

DEC 2014 - JAN 2019

Event sales & operations for hundreds bookings per year; permitting, production, staffing, operations, POS, sales, marketing, promotions, box office & admissions. Key events and consulting accounts include:

- Festival Director, Minus Zero Festival 2018
- Director of Special Events, Belasco Theatre 2018
- Special Events Manager, Globe Theatre 2017
- Managing Partner, Minimal Effort 2017-2018
- Managing Partner, RnB Live Hollywood 2008-2018
- Event Director, VIP Nightlife Las Vegas NYE 2017
- Operations Consultant, Tiffany’s on Vine (formerly Asa Meza) 2017
- Online Marketing Manager, Worldwide % Wet Republic Ultra Lounge Las Vegas 2016

Bank of America — Senior Operations Consultant

OCT 2012 - DEC 2014

Produced events across the U.S. with Legacy Asset Servicing Teams to address needs of distressed mortgage customers.

The Conga Room at LA LIVE — Marketing Director

AUG 2009 - SEP 2012

Established the “Internet Marketing Department” and changed corporate culture to adapt into Web 2.0 and social media.

- Developed an online sales inquiry landing page which generated an average of 150 catering bookings per year.

Cinspace & Kitchen24, Boulevard Nightlife Group — Digital Marketing, Branding

2008 - 2009

Managed all aspects of online marketing for Cinspace nightclub, while developing a new restaurant concept, from logo branding to website, menus, design, and launch campaigns for Kitchen24.

PalaceNetworks — Founder, Senior Web Developer

2003 - 2008

Promotional tech service provider including email marketing, text blasts, landing page development, website and online marketing for events, custom CRM software for venues.

- Designed MGM/Mandalay Bay promotional collateral and coordinate event advertising for NBA All Star Weekend 2007
- Developed Super Entertainment ticketing software for concerts at LA Sports Arena and LA Coliseum.
- Developed Icon LA premiere Hollywood nightlife promoters with celebrity partners.
- Developed RKPromotions.com, a promotions website with custom backend supporting directory of South Asian events.
- Developed KobesPalace.com, award winning site endorsed by adidas for Kobe Bryant’s first shoe endorsement.